Grants 101

A/K/A The Inside Scoop: Solicitation to Closeout

Tanya Dickinson
Grants Management Branch
Justice and Public Safety Cabinet

Grantsmanship = Salsesmanship -- why should I buy your proposal instead of the other good ones?

And, there are always LOTS of good ones.

All grant funds are becoming more competitive.

Don't just chase \$; can you link the proposed project to your strategic plan? If not, you should re-examine pursuit. However, there are other, less tangible, yet no less valid, reasons such as political priorities of administration or others, brownie points with funders, etc.

Make your application interesting -- can you imagine reading 100 of these applications? If your directions and page limits allow, use graphics, diagrams, attachments, but be judicious.

Get necessary buy-in from participants and constituents up front. If funds are awarded, you will be signing a contract.

FOLLOW THE INSTRUCTIONS!

If the RFP gives you headings, use them.

Get final product a hard edit, don't accept, "yeah, looks good"; it's not good for your grant.

Save ALL of your final

product - you'll be amazed

Check your spelling!

how much is re-usable for the next grant! Finally, the good news is

Provide calculation methods for all costs Check your math!

Finally, the good news is you got the grant, the bad news is you got the grant.

Deep Thoughts . . . about Grants

5

4

Grants Process Overview Organization **Application Decision** •meet eligibility requirements Program Announcement Issued by •required match funds available Grantor "Money Happens" •sufficient time to complete application application and program •legislation Describes •conforms to agency mission, strategic plan, grants •federal appropriation purpose and requirements. plan, capabilities, political realities •government budgetary earmark •Describes type of grant funds (e.g., •corporate need/funds identified •ROI (Return on Investment) is positive -discretionary, formula. block. •foundation funding cycle the benefit to the organization is sufficient to competitive/non-competitive) available. •solicitation approved justify the amount of work required to •Posted in Federal Register, Catalog of •OTHER??? apply and administer the program Federal Domestic Assistance. agency/foundation/corporate website. other websites, newsletters, and listserves. • Known by various names: RFP (Request for Proposals) **NOFA** (Notice of Funding Availability); SGA (Solicitation for Grant YES Applications); etc. **Initiate Subgrant Processes** Organization Application Preparation and Submission •Determine Total Funds Available to Subgrant •Research •Determine Final Eligibility Criteria and Application •Program Development Procedures (initially determined at application •Budget Development preparation or before) •Identification and Incorporation of •Final Application Preparation (basic format Collaborative Partners (as appropriate) determined at application preparation or before) •Document Preparation and Distribution •Announcement of Funding Availability •Distribution of Applications •Receipt of Completed Applications •Grants Review and Scoring Process •Final Funding Recommendations and Decisions Grantor's Review •Award and Rejection Notification Process and •Subgrantee Oversight (program and financial Award Decision compliance reviews, reporting, etc.) Program Start-Up YES and Operation **Direct Performance/Service Delivery**

MANY TYPES OF GRANTS/APPLICATIONS:

- Earmarks
- Discretionary
- Block/Formula
- Competitive
- Cooperative Agreement
- Pass-Through
- Concept Proposal

How to Find

Funding Resources

Look in expected & unexpected places . . .

All Federal funding resources are announced at:

- http://www.grants.gov (all federal grants are to be on-line by 2005)
- Agency websites list funding opportunities

■ LOTS of alternative sources on-line:

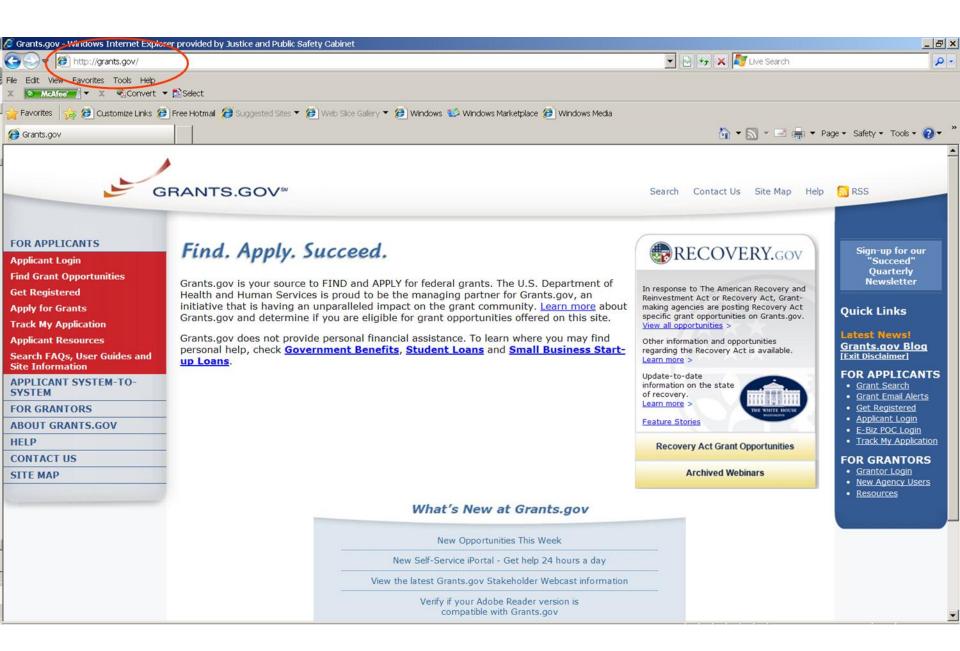
- Google "grants", and you get almost 89 MILLION items!!!!
- http://www.tgci.com
- http://www.fdncenter.org

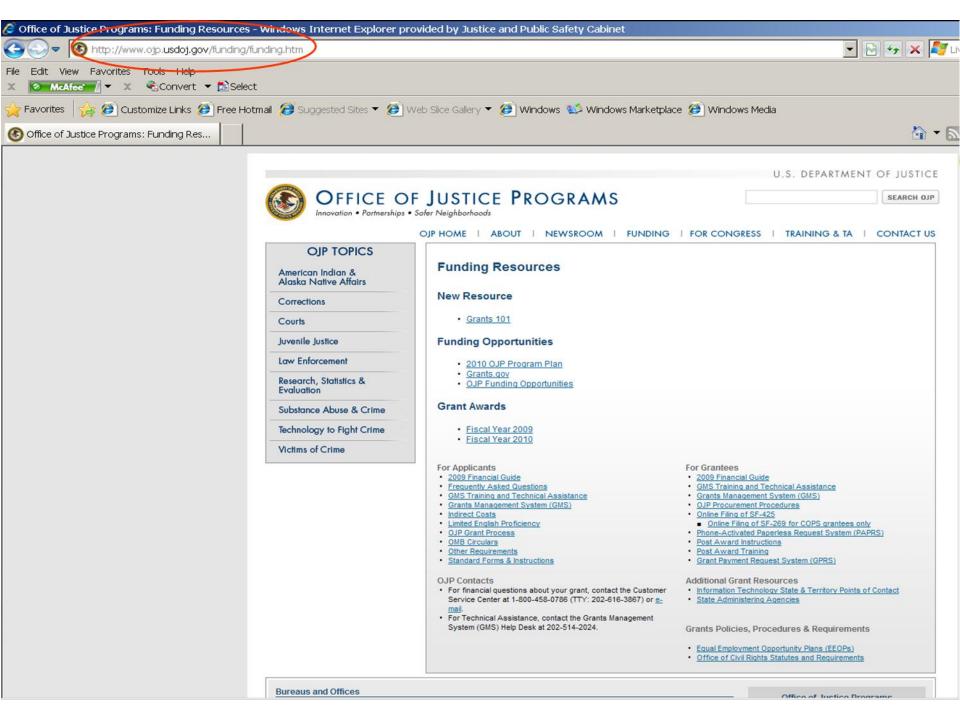
■ Sign Up for ListServes/Email Notification Services

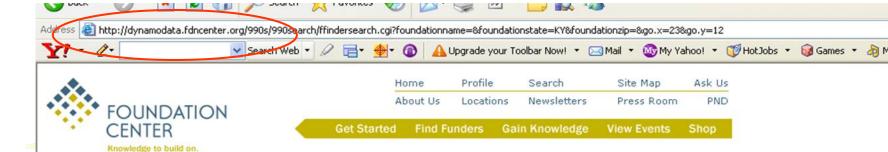
Contact relevant:

- > State agencies
- Professional associations
- > Foundations
- > Friends

- ➤ Trade organizations
- ➤ Professional grant writers
- ➤ Chambers of Commerce
- ➤ Any relevant constituent body







FIND FUNDERS

Fact Finder

- Foundation Finder
- 990 Finde
- Trend Tracker

Identify Funding Sources

- Foundation Directory Online
- Corporate Giving Online
- Foundation Grants to Individuals Online
- Print and CD Funding
- Requests for Proposal
- Associates Program

Related Tools

- Common Grant Application Forms
- Prospect Worksheets
- Grants Classification

Check Statistics

- Top Funders
- Grantmaker Stats
- Grants Stats

Local Resources

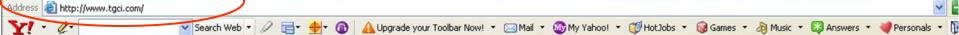
- Atlanta
- Claveland
- New York
- San Francisco
- Washington, DC
- Cooperating Collections

Foundation Finder

Search criteria: (State: KY)
622 matching documents retrieved (25 displayed)

Search Again

FOUNDATION NAME	STATE
21st Century Parks, Inc.	KY
3108 Foundation, Inc.	KY
A-Peeling Charitable Foundation, Inc.	KY
AAEP Foundation, Inc.	KY
Abercrombie Foundation, The	KY
Aberson Family Foundation, Inc.	KY
Adair Family Charitable Foundation, Inc.	KY
Adams Charitable Foundation, Nell A.	KY
AEB Charities, Inc.	KY
Agape Foundation, Inc., The	KY
Ahrens Family Foundation, The	KY
Alexander Trust, Lofton	KY
Altsheler-Durell Foundation, Inc.	KY
Anderson Foundation, Inc., Sidney W.	KY
Anderson Foundation, Inc.	KY
Appalachian College Association	KY
Appalachian Foothills Housing Agency, Inc.	KY
Appalachian Ministries Educational Resource Center, Inc.	KY
Arthroplasty Foundation, Inc.	KY
Ashland Inc. Corporate Giving Program	KY





PROJECT GRANTSMANSHIP

for Los Angeles County Nonprofit Organizations

About Us Training Membership Resources Archives Funding Sources

Google

● search tgci.com ○ search www

"The online databases that came with my membership are awesome! In less than five minutes, I found nine funding sources specific to my geographic area, and more than half of those are a perfect fit for our program. I thought I knew all the likely sources in this community, but this was a wonderful surprise."

Tamijo Reuther-Affor Montana Contractors Assn. Helena, MT

Quick Links

- Grantsmanship
 Training Schedules
- Earned Income Training Schedules
- Workshop Updates
- Customized Training
- Federal Register
- Announcements
 Join Our Mailing List
- Our Podcasts
- PROJECT
 GRANTSMANSHIP

Grantsmanship

It's more than grant seeking and proposal writing: It's about those you help every day. And what they need. We ask the tough questions that will help you to create programs that get funded, stay funded and are aligned with your mission. For more than 35 years, we've trained more than 110,000 nonprofit leaders on the front lines, committed to making a difference in their communities. We welcome you to join us.



Grantsmanship Training Program-

Earned Income Strategies

Research Workshops

Customized

The Grantsmanship Training Program: was the first grants training ever offered. Designed for both the novice and the experienced grantseeker, this intensive 5-day workshop combines expert instruction with practical exercises to take you step-by-step through all the stages of planning programs, locating funding sources, and writing grant proposals. Participants' current needs and programs are the basis of all class research and proposal writing exercises. Graduates of this workshop also receive a full year of membership services, which include access to online funding databases, discounts on publications, a proposal review by your trainer, and more.

More Information

Register for this Program

Workshop Schedules

To:

Dickinson, Tanya (Justice)

Cc:

Subject: NCJA Beltway Short Takes

New Funding Opportunities

Sent: Thu 1/31/2008 11:31 AM

USDOJ FY 2008 Office of Violence Against Women

Enhanced Training and Services to End Violence and Abuse of Women Later in Life Program Grant

http://www.grants.gov/search/search.do?&mode=VIEW&flag2006=true&oppld=16612.

DEADLINE: February 7, 2008.

OVERVIEW: The Enhanced Training and Services to End Violence Against and Abuse of Women Later in Life Program will fund projects that will implement a comprehensive approach to addressing elder abuse in their communities. This comprehensive approach will encompass providing training to criminal justice professionals, governmental agencies and victim assistants to enhance their ability to address elder abuse, neglect and exploitation in their communities; providing cross training opportunities to professionals working with older victims; developing or enhancing a community coordinated responses to elder abuse; and providing or enhancing services for victims who are 50 years of age or older (hereinafter "older victims" or "elder victims").

ELIGIBLE APPLICANTS: Public and state controlled institutions of higher education nonprofits, state, county, city, township, and special district governments or Native American tribal organizations (other than federally recognized tribal governments).

AWARD INFORMATION: Award ceiling is \$500,000.

CONTACT: Janice Green, Grant Program Specialist at OVW. Elden@usdoj.gov.

USDOJ Office of Violence Against Women

Grants to Indian Tribal Governments Program Grant

http://www.grants.gov/search/search.do?&mode=VIEW&flag2006=true&oppld=16610

DEADLINE: February 8, 2008.

OVERVIEW: The Grants to Indian Tribal Governments Program (Tribal Governments Program) was created in Title IX of the Violence Against Women Act of 2005. The Tribal Governments Program is designed to fulfill the three goals of Title IX: (1) to decrease the number of violent crimes committed against Indian women; (2) to help Indian tribes use their independent authority to respond to crimes of domestic violence, dating violence, sexual assault and stalking committed against Indian women; and (3) to make sure that individuals who commit violent crimes against Indian women are held responsible for their actions.

ELIGIBLE APPLICANTS: Native American tribal governments (federally recognized).

AWARD INFORMATION: The award ceiling is \$900,000.

CONTACT: Kimberly Woodard at (202) 307-6026 or OVW.VAlW@usdoj.gov.

OVW FY 2008 Transitional Housing Assistance Grants For Victims of Domestic Violence, Dating Violence, Stalking, or Sexual Assault

KENTUCKY STATE GOVERNMENT

- If you go to www.kentucky.gov and search on "grants," you'll receive over 10,000 hits . . . again, the trick is narrowing the search.
- Sign up for press release/publication notices in your area(s) of interest.



grants

Advanced Search

Results by Relevance | View by Modified Date | RSS

Results 1-10 of about 3,072. Your search took 0.03 seconds.

1 2 3 4 5 Next>

Sentucky: Office of Minority Empowerment - Index

Grants & Services ... Grants ... Download a list of public grants open to anyone

http://ome.ky.gov/grants - 13KB

Kentucky: Department for Local Government - Overview

Office of State Grants ... Office of Federal Grants and the Office of State Grants, ... Office of Federal Grants and the Office of State Grants;

http://gold.ky.gov/grants - 20KB

Preservation Grants

Preservation Grants ... and Planning grants are intended to identify historic resources, evaluate their significance, and ... State Preservation Grants, provide funding and technical support for the restoration/rehabilitati ...

http://www.kyheritage.org/preservation_grants.htm - 11KB - 6/28/2006

Kentucky: Department for Local Government - Overview

Office of State Grants ... Grants ... Office of Federal Grants

http://gold.ky.gov/grants/stategrants - 21KB

Kentucky: Department for Local Government - Overview

Office of Federal Grants ... Office of Federal Grants ... The Office of Federal Grants manages federal grants from the

http://gold.ky.gov/grants/federal - 15KB

Kentucky: Justice & Public Safety Cabinet - Overview

Grants Management Branch ... Grants Management Branch ... The Grants Management Branch (GMB) receives approximately \$15-18 million on an annual basis from var ...

http://www.justice.ky.gov/departments/gmb - 20KB

Preservation Grants

Preservation Grants ... Federal Survey and Planning Grants ... and Planning Grants.

http://www.kyheritage.org/grants_link_fedsurv.htm - 11KB - 6/28/2006

Survey & Planning Grants

... and Planning Grants. ... and Planning Grants are awarded based on a 60/40 matching ratio, where 40% of the total project c ... Preservation Grants Home

http://www.kyheritage.org/fedgrant.htm - 3KB - bill macintire - 3/12/2001

@grants

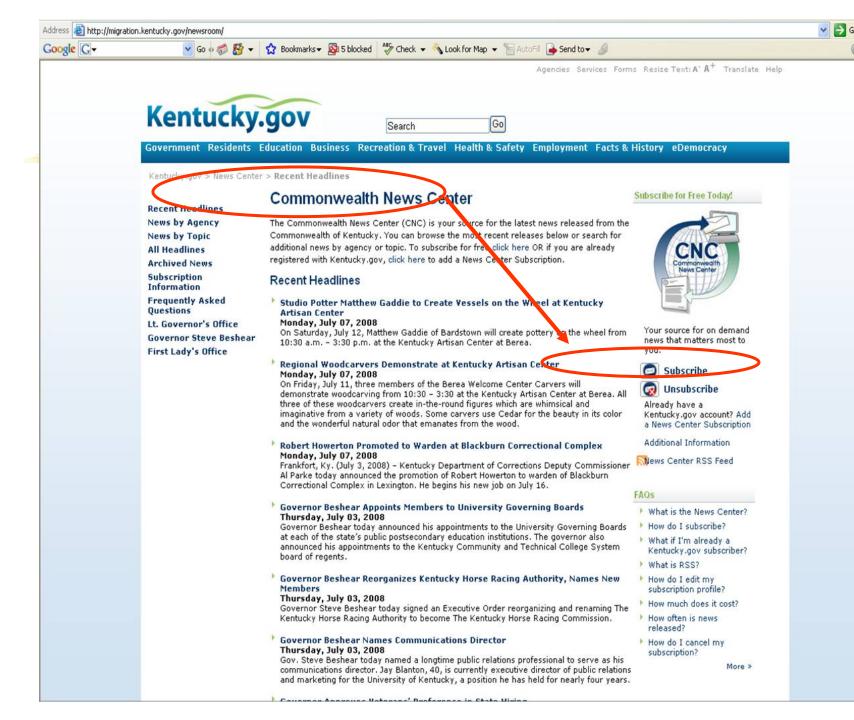
Horticulture Advertising and Market Development Grants ... market development grants program. ... These grants were established by the Kentucky Agriculture Development Board through funding from Ken ...

http://www.kyagr.com/marketing/farmmarket/grants.htm - 18KB - 2/7/2008

Preservation Grants

Preservation Grants ... the Council offers grants to approximately 10 to 15% of the applicants, ... State grants are awarded at a 50/50 matching ratio.

http://www.kyheritage.org/grants_link_state.htm - 11KB - 6/28/2006



Cc:

Subject: [Kentucky.gov] Commonwealth News Center - Daily Update

Commonwealth News Center Update

The following articles were found matching your subscription profile.

New Press Releases:

Former Funeral Operator Taken Into Custody

URL : http://kentucky.gov/Newsroom/doi/FuneralOperCustody.htm

Date : Wednesday, July 02, 2008

Issued By : Department of Insurance

Summary : Failed to make required restitution to victims, estates

Meeting Notice

URL : http://kentucky.gov/Newsroom/personnel/meetingnotice07022008.htm

Date : Wednesday, July 02, 2008

Issued By : Personnel Cabinet

Summary : The Governor's Employee Advisory Council (GEAC) will meet Wednesday, July 2, 2008, at The Capitol Building office, Room 327, 700 Capital

Avenue, Frankfort, KY 40601 at 1:00 p.m.

Try "Golf by the Full Moon" at Carter Caves July 18

URL: http://kentucky.gov/Newsroom/parks/nightgolfscramble.htm

Date : Wednesday, July 02, 2008

Issued By : Department of Parks

Summary : Carter Caves State Resort Park will host an 18-hole 2-player "Golf by the Full Moon" scramble on Friday July 18, 2008.

Attorney General Conway Announces Agreement with wire transfer Company

URL : http://kentucky.gov/Newsroom/ag/wiretransferagreement.htm

: Wednesday, July 02, 2008

Issued By : Office of the Attorney General

Summary : Will work with company to educate consumers about fraudulent telemarketers

Attorney General Conway Announces Victims Advocate Grants

URL : http://kentucky.gov/Newsroom/ag/victimsadvocategrants.htm

Date : Wednesday, July 02, 2008

Issued By : Office of the Attorney General

Summary : Attorney General Jack Conway announced that his Office of Victims Advocacy is accepting applications for its FYI 2009 Victim Advocate Grant

Program.

Trunn. 11's Farm Market Presented with \$100,000 Ceremonial Check

URL: http://kentucky.gov/Newsroom/kyagpolicy/080701 release Trunnells.htm

Date : Wednesday, July 02, 2008

Issued By : Governor's Office of Agricultural Policy

Summary : Event recognizes agricultural diversification investment in Daviess County

The Kentucky Agricultural Development Board Presents \$412,500 Ceremonial Check to Broadbent B & B Foods

URL: http://kentucky.gov/Newsroom/kyagpolicy/080701 release Broadbent.htm

Date : Wednesday, July 02, 2008

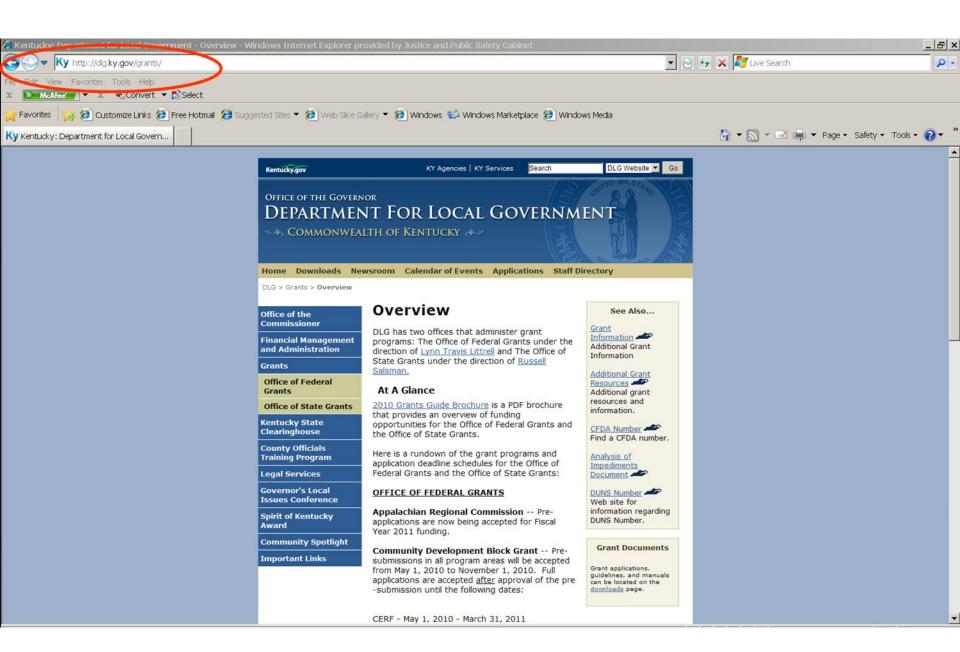
Issued By : Governor's Office of Agricultural Policy

Summary : Event recognizes Board's investment in Lyon County business

Sent: Thu 7/3/2008 10:26 AM

SELECTED KENTUCKY STATE AGENCY CONTACTS:

- Department for Local Government
 - http://www.dlg.ky.gov/grants/
 - I DLG's telephone number is (502) 573-2382. You may also reach DLG's office toll-free at (800) 346-5606.



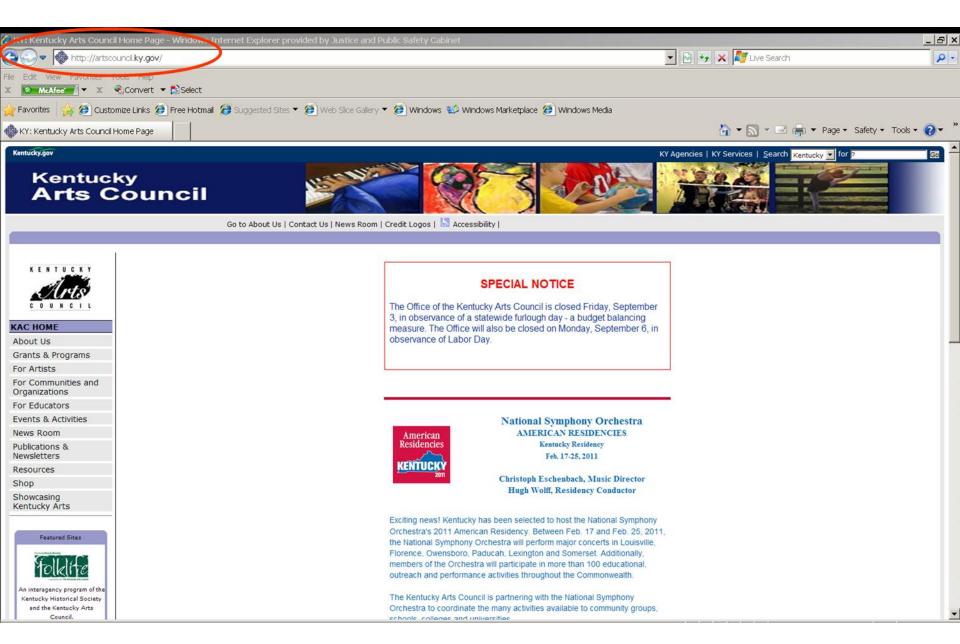
SELECTED KENTUCKY STATE AGENCY CONTACTS:

Kentucky Arts Council

http://artscouncil.ky.gov/

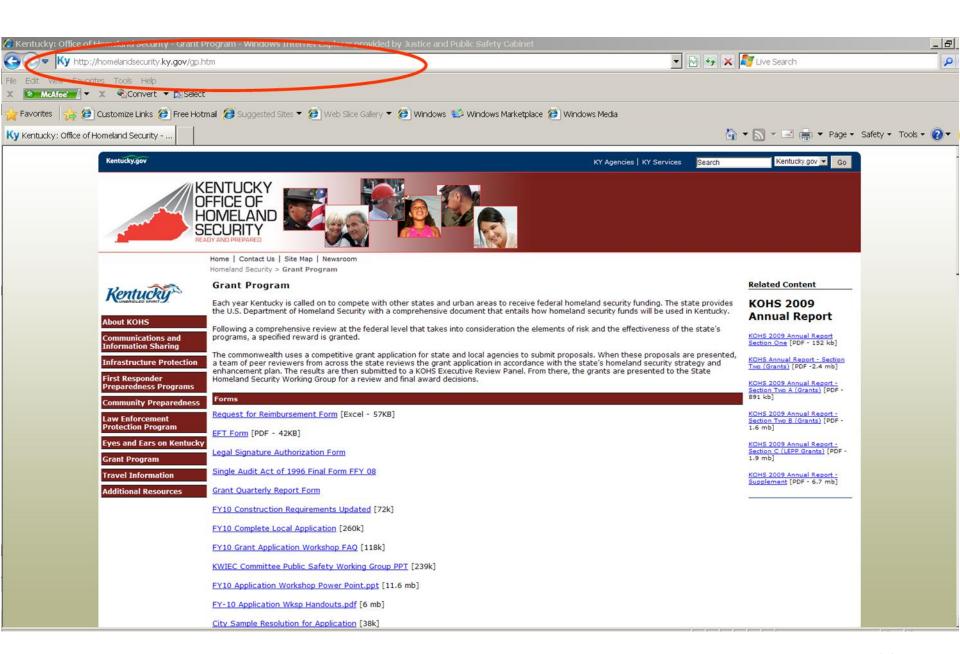
I Phone: 502-564-3757

Toll-free: 888-833-2787

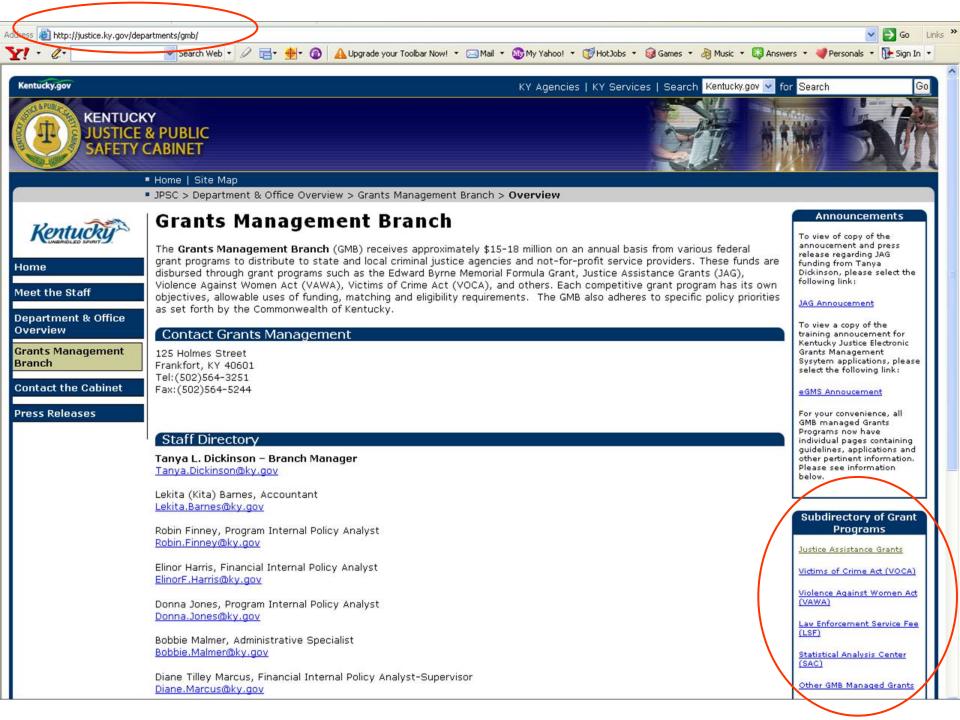


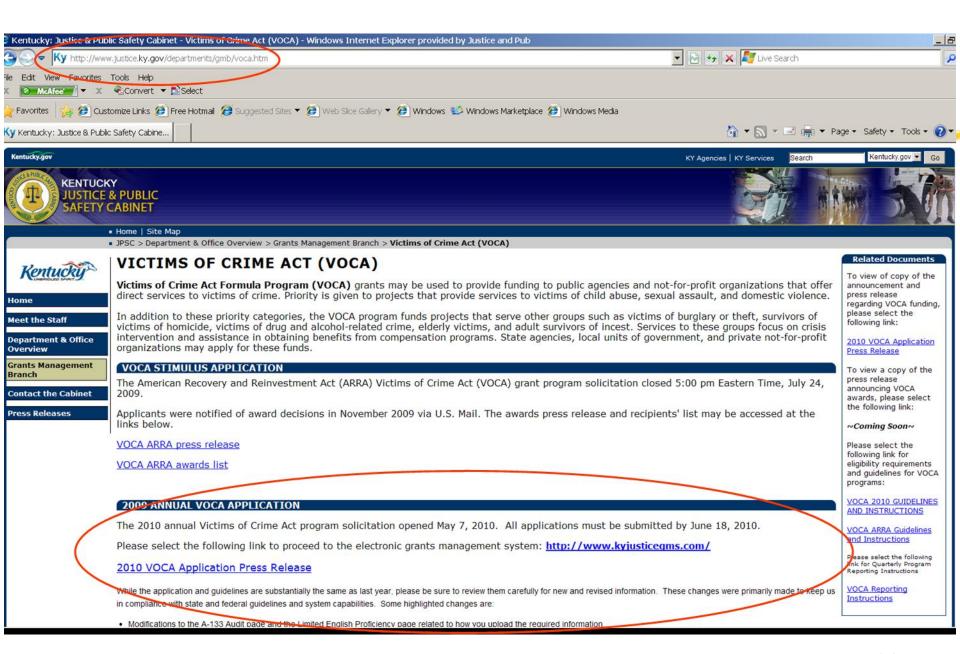
SELECTED KENTUCKY STATE AGENCY CONTACTS:

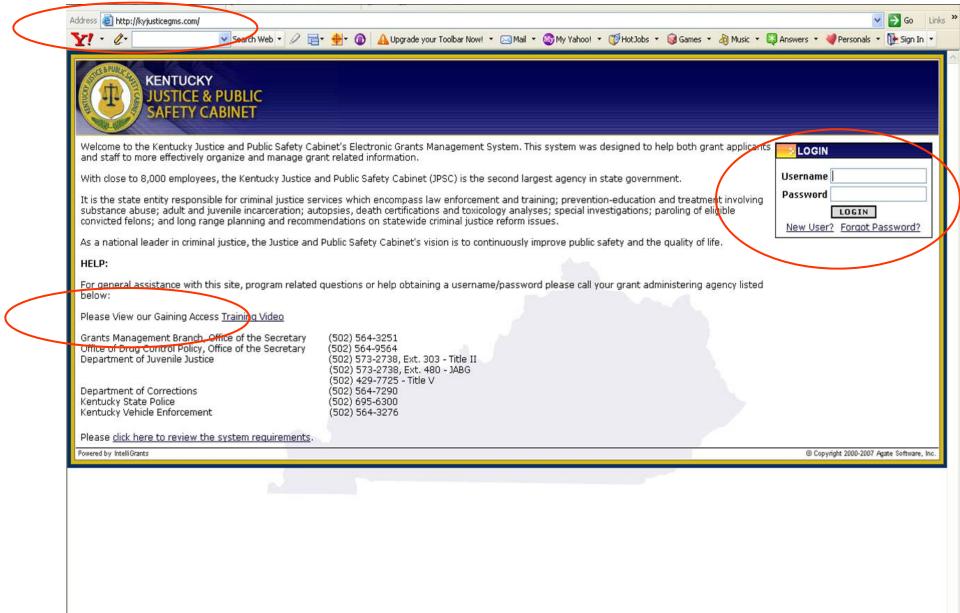
- Kentucky Office of Homeland Security
 - http://homelandsecurity.ky.gov
 - I Phone 502-564-2081

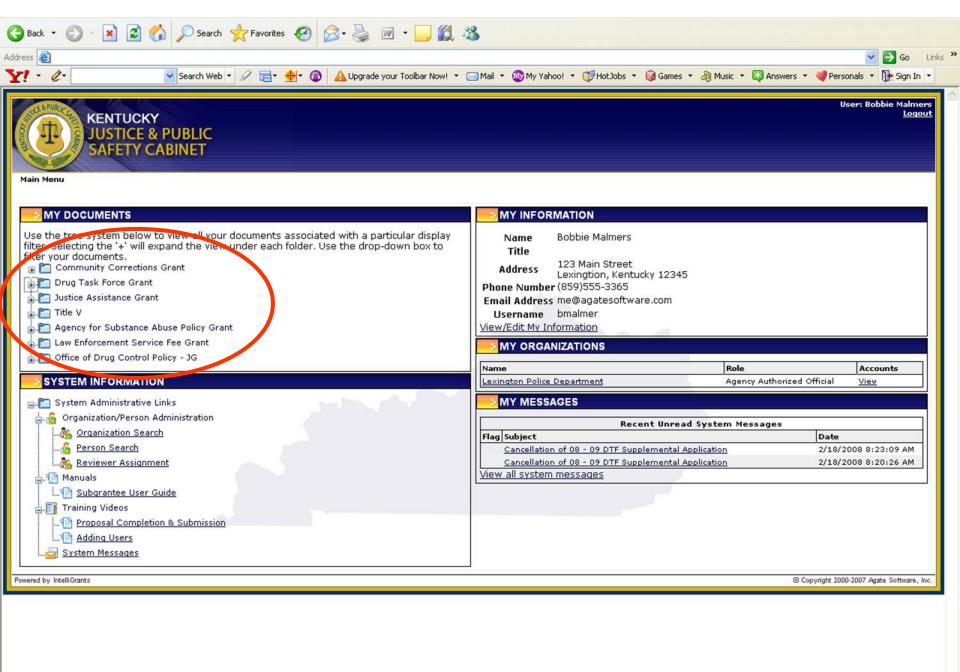


Accessing GMB Applications









Tips for Writing

a Successful

Proposal

Before You Begin . . .

- Review the Solicitation
 - Due Dates
 - Rules and Minimum Requirements
 - Additional Information Opportunities
- Assess the Opportunity for Your Organization
- Obtain Organizational Approval
- Assemble the Players
- Delegate the Tasks

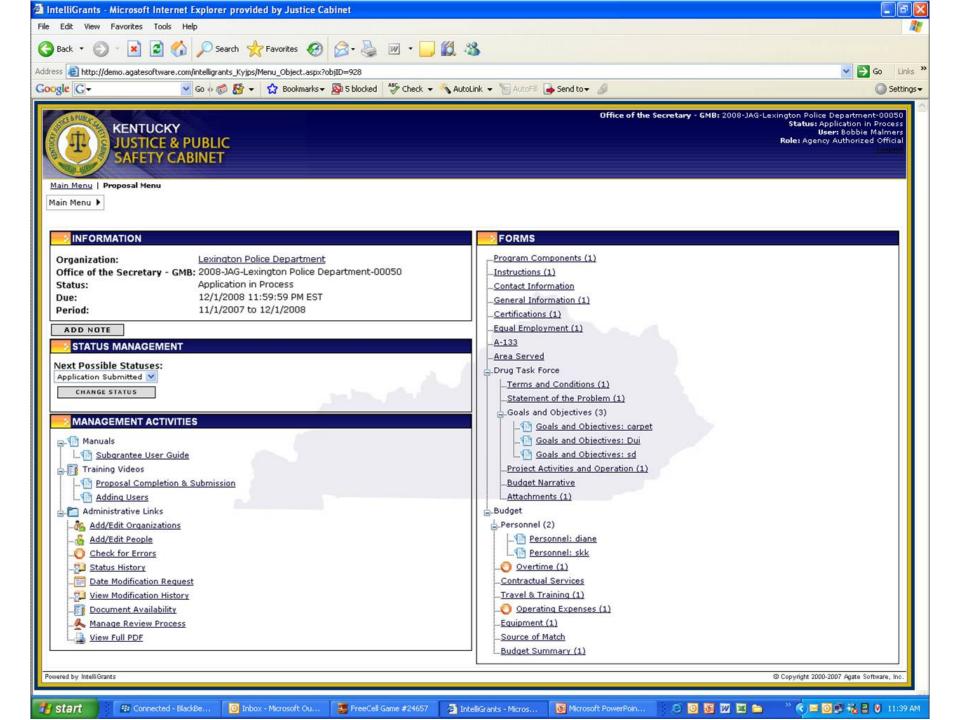
Proposal Checklist and Scoring Criteria

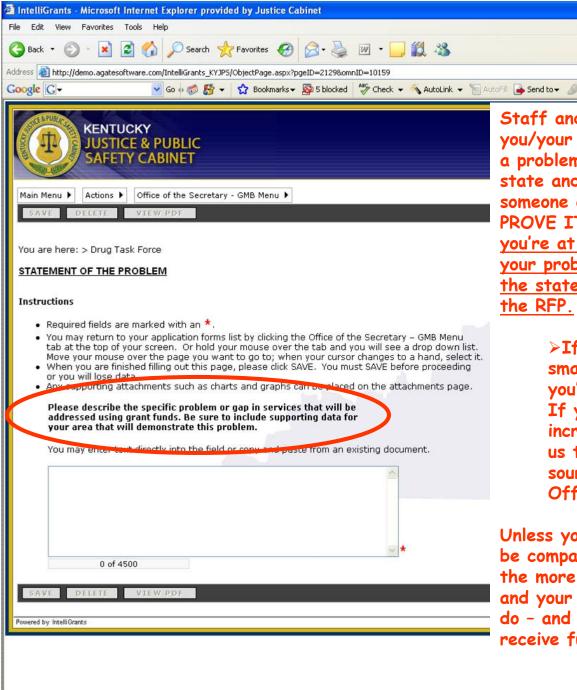
- Many RFPs include a review document. Use it.
- Many RFPs specify how points will be awarded during the review/scoring process. These are an indication of the weight and value the funder places on the items – and, therefore, where the applicant should be dedicating effort.
- Review the RFP closely for themes stressed by the funder – the more closely you match the funder's goals and needs, the more likely you are to receive funding.

Proposal Sections

- Project Overview
- Problem Statement
- Goals and Objectives
- Project Design/Methodology
- Organizational and Management Capabilities
- Budget and Narrative
- Appendices

Tips for Writing a Successful State Application to GMB





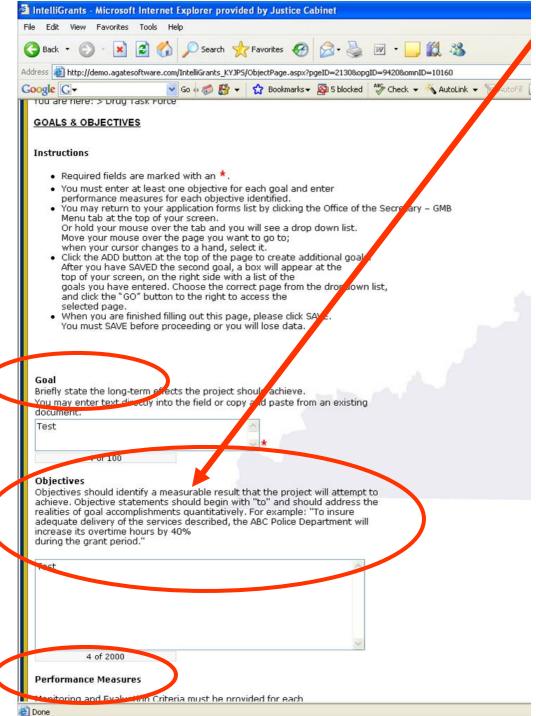
Staff and reviewers KNOW it's a problem for you/your agency, but you have to tell us why it's a problem that we should be dedicating scarce state and federal resources to, in lieu of someone else's critical issue. In other words, PROVE IT with facts, not opinions. And, while you're at it, you need to point out how solving your problem with a funding award will address the state's priority funding areas described in the RFP.

Links X

Settings ▼

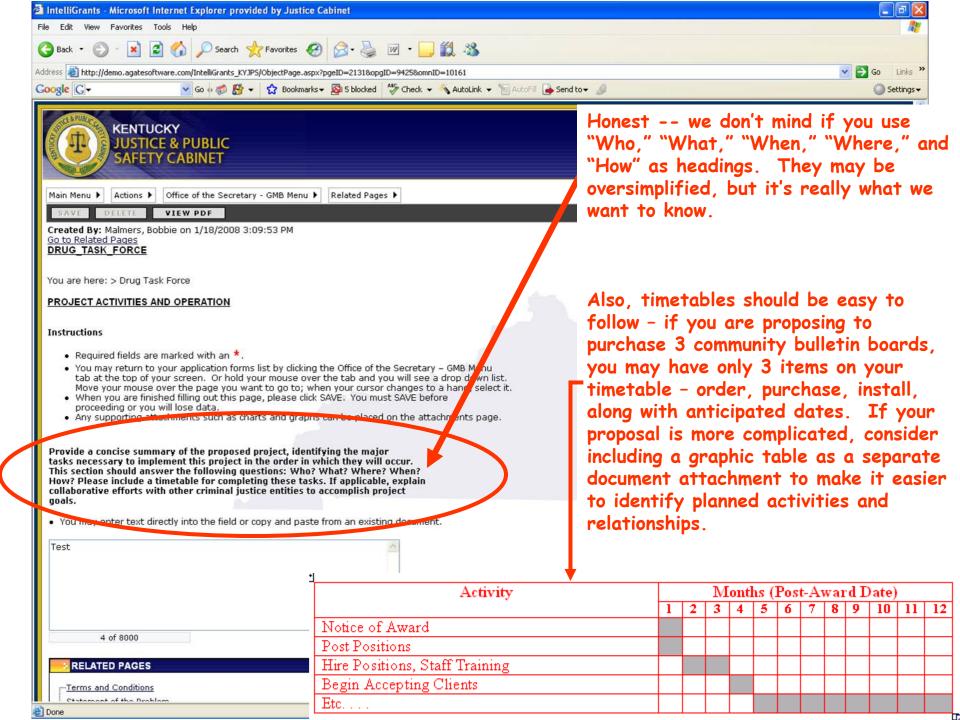
Fif your staff to population ratio is the smallest of any agency in your region, but you're still delivering, give us the numbers. If your internal statistics reflect a 50% increase in the problem over last year, give us the numbers. And then, CITE your source ("U.S. Census, 2000"; "Sheriff's Office Annual Report, 2005").

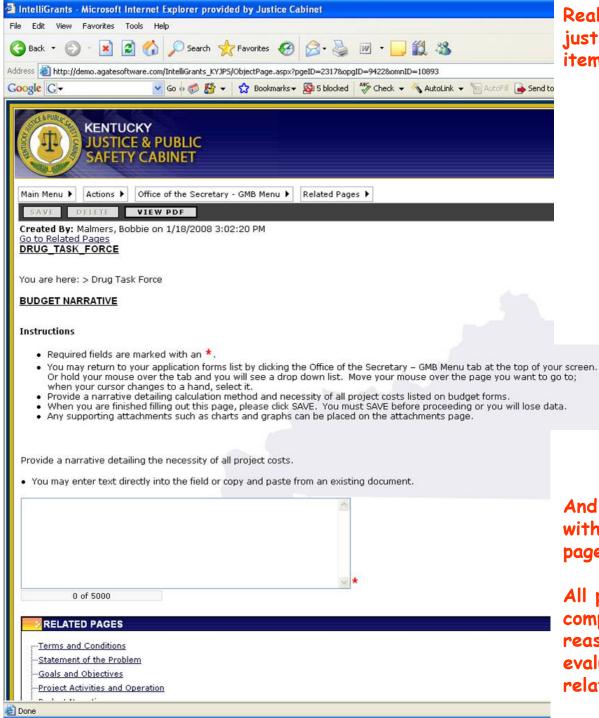
Unless your problem is TOTALLY unique, you will be compared to other applicants in some way – the more facts and figures we know about you and your problem, the better assessment we can do – and the more likely it is that you will receive funding.



This is probably the section that applicants have the most trouble with. Note the word "measurable."

We're looking for quantifiable "measures." Many applicants don't include them, and are losing points and/or funding because of it. Note the tie to your Objectives - if you identify an objective, you MUST measure it. If your goal is to "provide the basis for domestic violence victims in crisis to attain permanent alternative housing," and one of your objectives is to "move 20 shelter families toward housing independence per year," you can provide a process evaluation with the number actually housed or progressed to transitional housing, and an outcome evaluation of their success (for instance, number of families succeeding in transitional housing for 6 months, number of families proceeding to permanent housing, etc.).





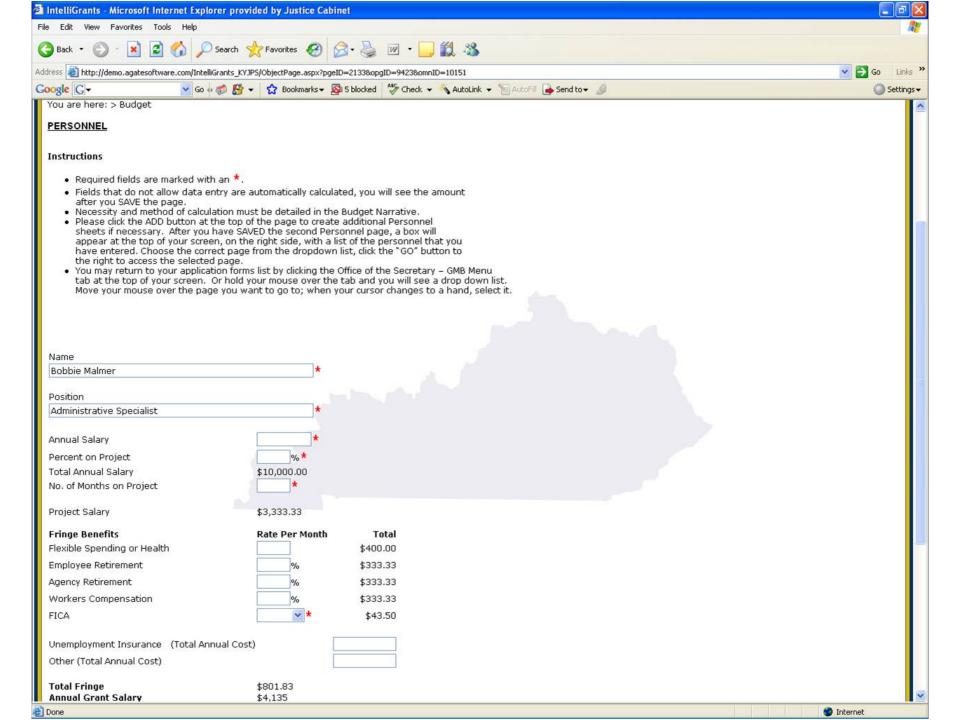
Really, we want the details and the justification - or we may disallow the item:

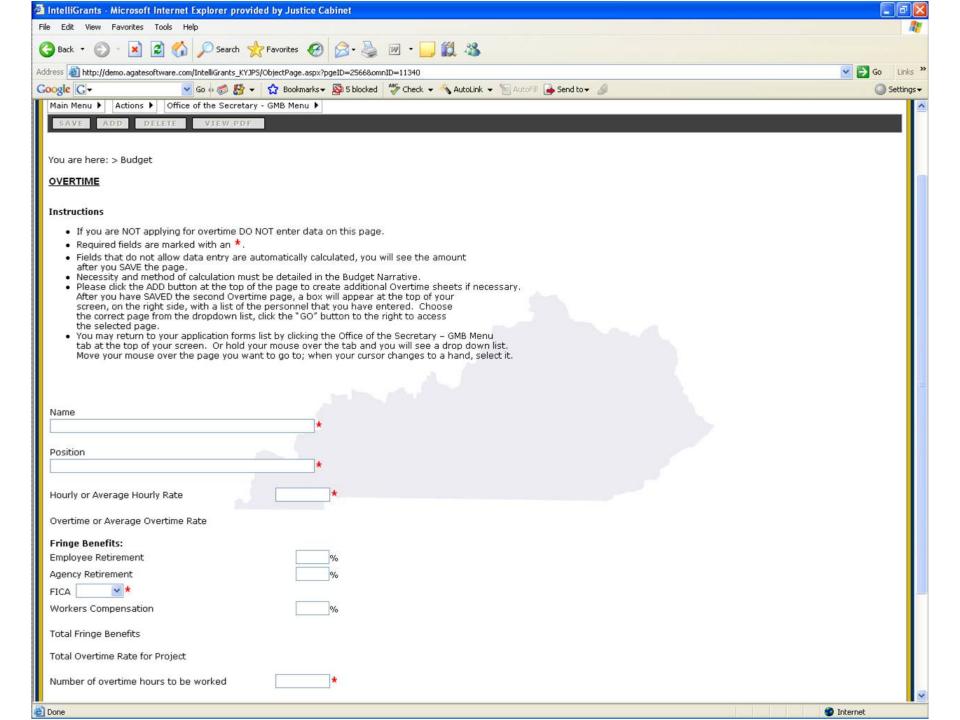
>6 chairs X \$200 = \$1200 Furnishings purchased will provide comfortable seating groups in private settings conducive to oneon-one counseling. Furniture will be obtained thru Wal-Get to take advantage of their not-forprofit matching grant program.

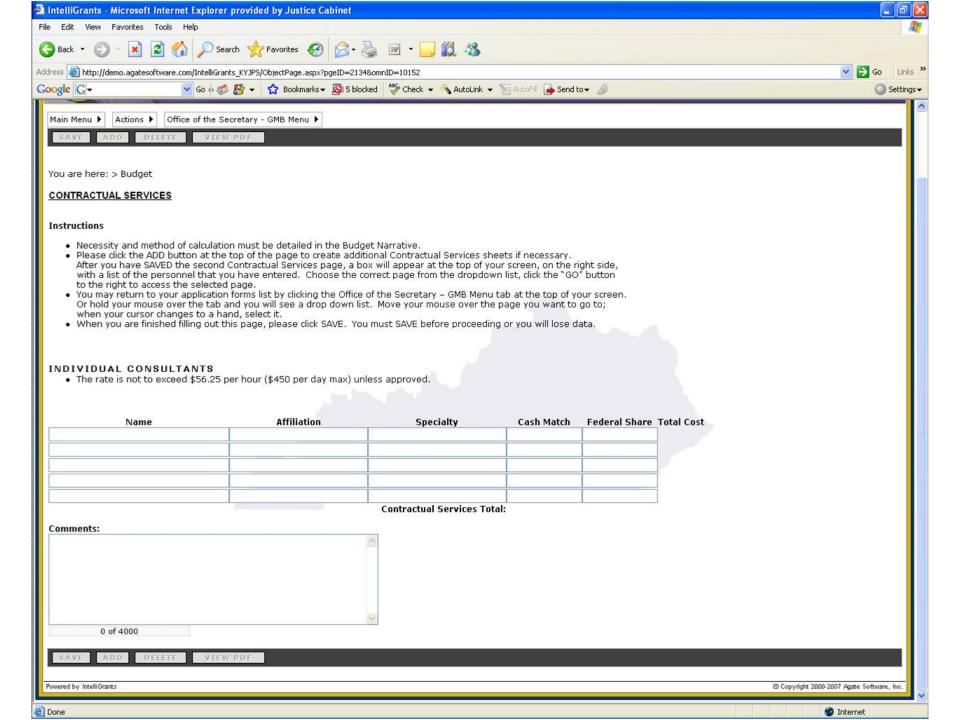
>1 TV/DVD combo X \$300 = \$300
Unit will be used for the purpose of showing instructional videos to teen vocational classes and children's videos during play therapy sessions with clients ages 1-12

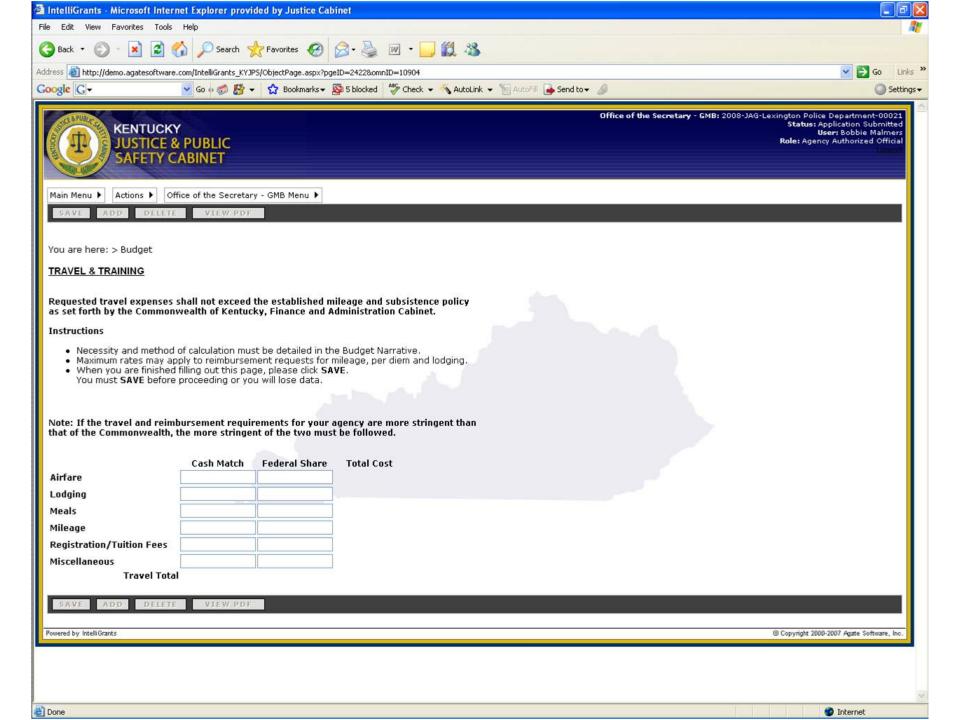
And, these numbers should match up with what's on the subsequent budget pages.

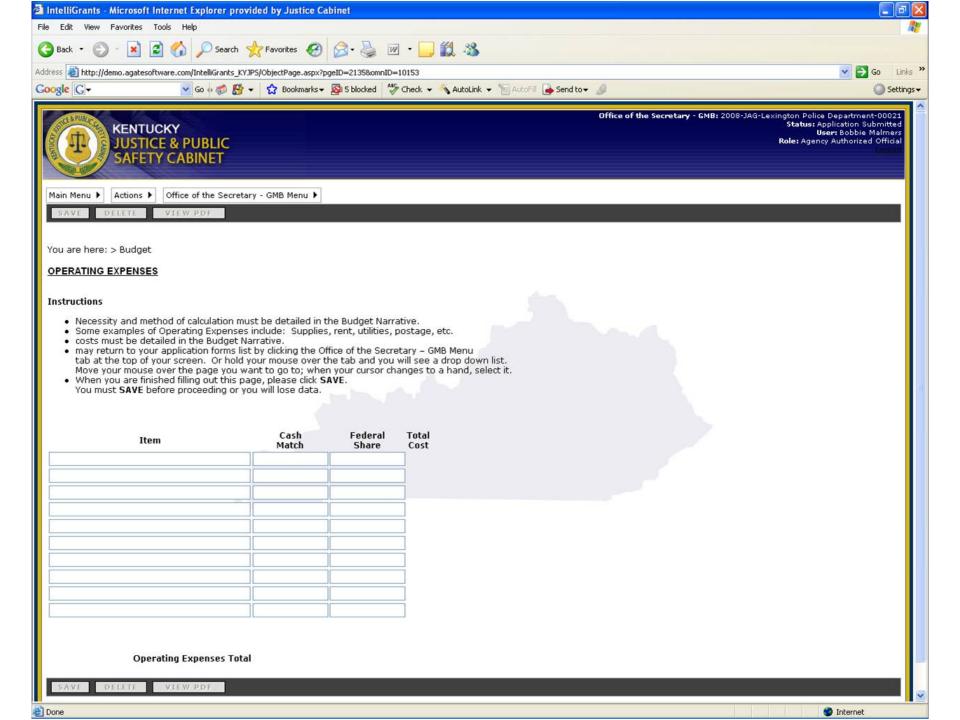
All proposed costs should be: complete, detailed, allowable, reasonable. And, they will be evaluated on cost effectiveness in relation to proposed activities.

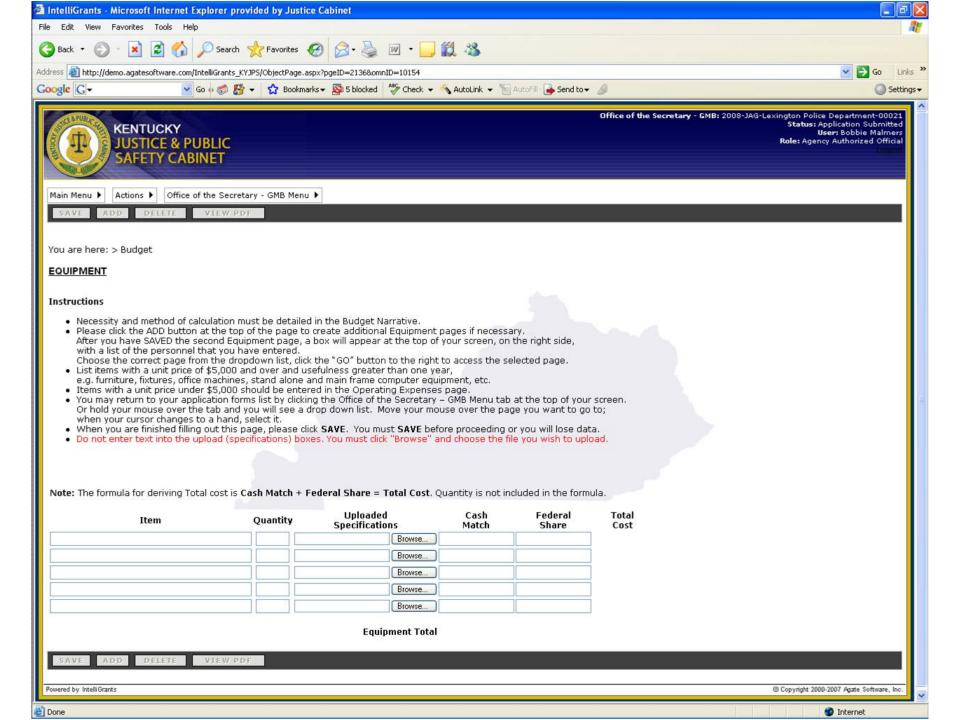


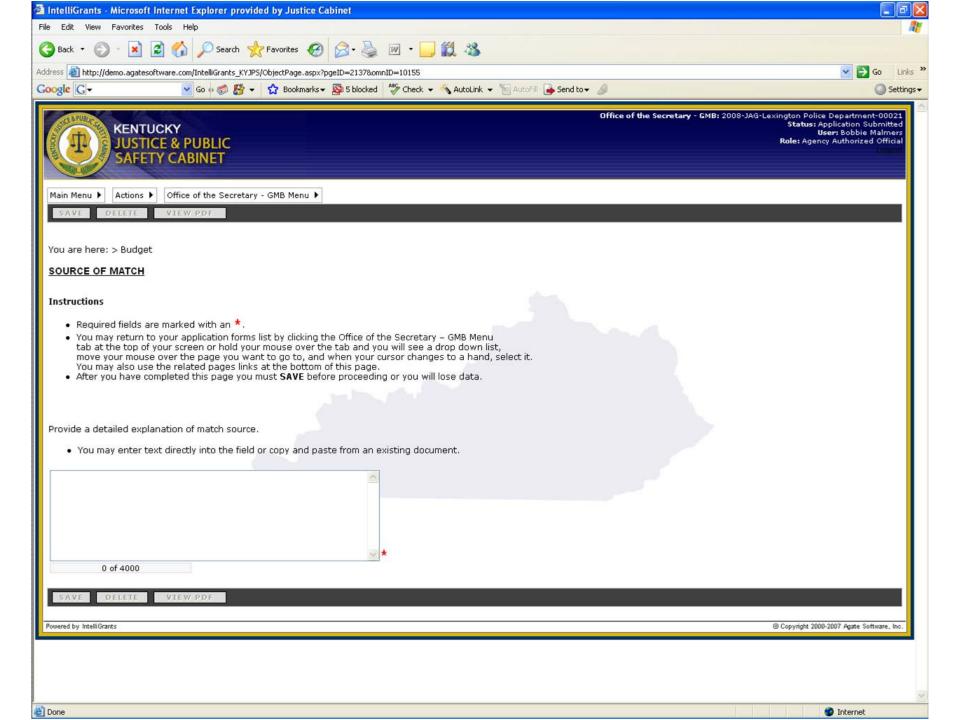


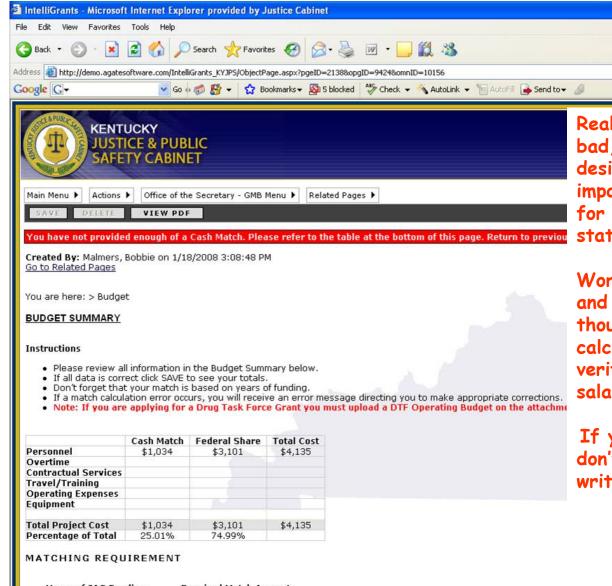












Really, the budget pages aren't that bad, just very detailed. They're designed to meet the requirements imposed on us - and our grantees - for the management of federal and state funds

Links >>

Settings ▼

Work closely with your fiscal staff, and call us with questions. And, even though the system does your calculations for you, you should reverify your input, especially where salaries and costs are concerned.

If you're approved for an award, don't deviate without specific, written permission.

Years of JAG Funding	Required Match Amount
0-4	25% Match
5-8	35% Match
9-10	50% Match
11+	75% Match

RELATED PAGES



A Few Words About Match . . .

- In-Kind (soft) versus Cash (hard) match
- Subject to same rules as federal funds
- Can't match one pot of federal funds with another
- % of TOTAL Project Cost, not federal funds

FEDERAL SHARE/FEDERAL SHARE % = TOTAL BUDGET TOTAL BUDGET X MATCH % = MATCH AMOUNT

```
$75,000/.75 = $100,000
$100,000 X .25 = $25,000
```

Match Funds (cont'd)

- Potential Sources:
 - Existing agency general funds/resources
 - Collaboration partners' resources
 - Donations
 - Grants from NON-federal funds
 - ?????

Questions?

Tanya L. Dickinson
Branch Manager
Grants Management Branch
Kentucky Justice and Public Safety Cabinet
502/564-3251
502/564-5244(fax)
tanya.dickinson@ky.gov

http://justice.ky.gov/departments/gmb/

Website References

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Slide 5,6 ~ <a href="http://www.grants.gov">http://www.grants.gov</a>
Slide 5,9 ~ <a href="http://www.tgci.com">http://www.tgci.com</a>
Slide 5,8 ~ <a href="http://www.fdncenter.org">http://www.fdncenter.org</a>
Slide 7 ~ <a href="http://www.ojp.usdoj.gov/">http://www.ojp.usdoj.gov/</a>
Slide 11-13 ~ www.kentucky.gov
Slide 15-16 ~ <a href="http://www.dlg.ky.gov/grants">http://www.dlg.ky.gov/grants</a>
Slide 17-18 ~ http://artscouncil.ky.gov
Slide 20 ~ <a href="http://homelandsecurity.ky.gov">http://homelandsecurity.ky.gov</a>
Slide 22 ~ www.justice.ky.gov/departments/gmb
Slide 24 ~ http://kyjusticegms.com
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